

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 171\317

Month\Year: 17/1317

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Mitsui OSK	39%	55%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Sea-Land	30%	16%	13 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	11%	12%	20 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hanjin	8%	4%	25 Days	\$5.10	\$7			\$34				840 pkgs.	\$5,022
Hyundai	7%	6%	22 Days	\$4.18	\$7			\$34				840 pkgs.	\$4,249
K Line	4%	3%	24 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
P&O Nedlloyd	1%	1%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Maersk	1%	1%	17 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	0%	2%	24 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
NYK Line	0%	1%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: \2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	100%	36%	16 Days	\$229.00	\$7		AI	AI				18.5 KT	\$4,949

Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 4\16

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	100%	25%	20 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
OOCL	0%	50%	20 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
APL	0%	25%	24 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 297\654

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	32%	18%	17 Days	\$4.00	AI			AI				840 pkgs.	\$3,360
Hyundai	19%	23%	13 Days	\$3.15	\$7			\$34				840 pkgs.	\$3,384
Evergreen	19%	8%	14 Days ³	\$3.15	\$7			\$34				840 pkgs.	\$3,384
OOCL	8%	15%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
APL	7%	20%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Mexican Line	5%	2%	13 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Mitsui OSK	3%	7%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Maersk	3%	2%	18 Days ³	\$3.25	\$7			\$34				840 pkgs.	\$3,468
NYK Line	2%	4%	17 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Sea-Land	1%	0%	18 Days ³	\$3.25	\$7			\$34				840 pkgs.	\$3,468

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 289\341

Month\Year: 2023/341

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	39%	33%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Sea-Land	26%	22%	18 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	21%	27%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
OOCL	8%	12%	19 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Hyundai	5%	5%	24 Days	\$3.49	\$7			\$34				840 pkgs.	\$3,670
Neptune	1%	1%	27 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 357\1,004

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
ntk	31%	33%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Neptune	21%	20%	31 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Evergreen	12%	4%	17 Days ³	\$3.15	\$7		10%	\$34				840 pkgs.	\$3,649
APL	10%	15%	21 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Hapag-Lloyd	7%	6%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
P&O Nedlloyd	5%	5%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Hyundai	5%	5%	16 Days	\$3.15	\$7		10%	\$34				840 pkgs.	\$3,649
Mitsui OSK	4%	5%	21 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
OOCL	2%	4%	17 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Cho Yang	2%	1%	20 Days	\$3.35	\$7		10%	AI				840 pkgs.	\$3,221

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 154\221

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:							Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.		
Maersk	37%	26%	21 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hyundai	29%	35%	17 Days	\$3.37	\$7			\$34				840 pkgs.	\$3,569
APL	16%	25%	20 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
OOCL	6%	5%	24 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Sea-Land	5%	3%	21 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hapag-Lloyd	3%	2%	19 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hanjin	3%	2%	21 Days	\$3.37	\$7			\$34				840 pkgs.	\$3,569
P&O Nedlloyd	1%	1%	20 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
NYK Line	1%	1%	21 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 67\114

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	28%	17%	16 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	20%	27%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	19%	34%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Sea-Land	19%	11%	12 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	12%	9%	18 Days	\$4.33	\$7			\$34				840 pkgs.	\$4,375
P&O Nedlloyd	1%	3%	25 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 68\152

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	BAF	CY	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	38%	30%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
APL	24%	26%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Hyundai	12%	23%	17 Days	\$4.23	\$7		17%	\$34				840 pkgs.	\$4,895
COSCO	7%	3%	28 Days	\$5,000 ¹	AI		AI	AI					\$5,000
Maersk	6%	3%	14 Days ³	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Mitsui OSK	6%	3%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Sea-Land	6%	3%	14 Days ³	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Cho Yang	1%	9%	25 Days										

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Fresh Apples

Monthly Market Share For: February 1997

Month\Year: 13\14

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Evergreen	85%	78%	9 Days ³	\$3.12	\$7		42%	\$34				840 pkgs.	\$4,460
Hapag-Lloyd	15%	14%	10 Days	\$3.30	\$7		42%	\$34				950 pkgs.	\$5,272

³ Transit time is based on departure from Tacoma, WA.